

March 30, 2018

Ms. Donna Nickerson
Commission Secretary
State of Delaware
Public Service Commission
861 Silver Lake Blvd.
Cannon Building, Suite 100
Dover, Delaware 19904

Dear Ms. Donna Nickerson,

CC: Shona Marshall and Malika Davis,

I would like to formally respond in the Matter of Apollo Edison LLC for a Certificate to Provide Electric Supply Services within the State of Delaware – PSC Docket No. 17-1160. Apollo Edison LLC received a Letter from the Commission dated March 2, 2018 seeking additional information to approve the application. The updated information is provided within the proceeding pages that should rectify any outstanding items. If any additional information is sought, please let the Company know at the Commission's earliest convenience. I would also like to note that Apollo Edison LLC has subsequently received electricity broker license approvals in MA, OH and PA. I appreciate your assistance in this process and thank you!



Kenneth S. Antos
Principal
Apollo Edison LLC
310 Nottingham Drive
Spring City, PA 19475
kantos@apolloedison.com
(508) 612-4288

Section 2.2.3 Authorization

Please submit the permanent copy of the Delaware business license.

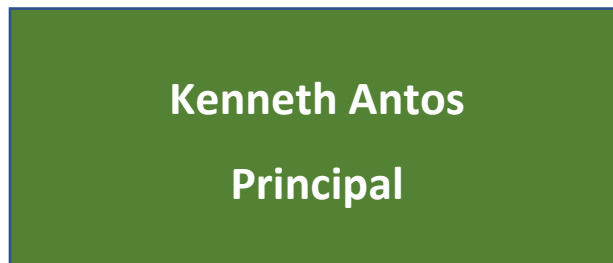
Please see a permanent copy of the Delaware Business License for Apollo Edison LLC attached and labeled [2.2.3 Apollo Edison LLC - DE Business License 2018].

Section 2.2.6 Corporate Structure

Please provide a graphical depiction or submit a waiver for this requirement of the Supplier Rules pursuant to Section 2.9 of the Supplier Rules.

A graphical depiction of the Corporate Structure of Apollo Edison LLC can be found below. Please note that Apollo Edison LLC is a single-member LLC and currently has one employee, the Principal, Kenneth Antos.

Apollo Edison LLC Corporate Structure



Section 2.2.16 Financial Information

Please provide two letters of reference from financial/banking institutions in which the Company has a professional relationship.

Please see letters of financial/banking reference for Apollo Edison LLC attached and labeled:

[2.2.16 Morgan Stanley Letter for Apollo Edison LLC 20180119]

[2.2.16 PNC Letter for Apollo Edison LLC 20180330]

Section 2.2.19 Retail Experience

Please provide a description of the services the Company intends to offer in the State of Delaware.

The Company will act as an outsourced energy manager for clients across a broad energy service spectrum. These services include the following below:

- Managing electricity & natural gas supply spend & risk
- Managing Renewable Energy inclusion being onsite or offsite Options
- Consulting around Demand Response Contract Services
- Assisting customers with decision-making and exploring Financing for Distributed Generation Resources and Standby Generation
- Consulting around Energy Efficiency Programs, Incentives and Rebates
- Evaluate and manage installation of energy monitoring software

Addressing electricity brokering specifically, the Company will assist clients on initial supply option needs analysis and understanding their budget and risk tolerances. The Company will develop a Request for Proposal (RFP) from qualified and approved Third-Party Retail Energy Suppliers. From there, the Company will thoroughly vet supplier offerings for various contract products & term lengths. Once vetted and cross-referenced back to the customers' needs and overall supply management strategy, contracts would be consummated. These contracts have been thoroughly reviewed and negotiated to optimize not only price, but various Terms & Conditions in the contract that affect the customer. Upon successful contracting, the current contracts, invoices and market conditions would all be monitored. This monitoring would flag any contract or invoicing errors and look for opportune times to go back out for supply RFPs. This ongoing procurement process is valuable to the client and an integral part of the Companies procurement process and overall energy management practice.

Section 2.5 Verification of Application

Please re-submit the statements of verifications as actual documents. Pictures of required documents are not sufficient.

A separate statement of verification is required for all subsequent filings to the Docket.

Submitting 3 Verification of Applications attached and labeled:

[2.5 Apollo Edison LLC - Verification of Application 20171229]

[2.5 Apollo Edison LLC - Verification of Application 20180120]

[2.5 Apollo Edison LLC - Verification of Application 20180330]